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Automotive News

Detroit, November 9, 1981

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758 U.S. dealerships lost in year; rate of loss slows

By John K. Teahen Jr.
Managing Editor

Better than last year, but still pretty dreadful.

That's a brief summation of the dealer mortality situation in the domestic auto industry for the 1981 model year.

The latest AUTOMOTIVE NEWS census found 21,187 dealerships handling U. S. makes of passenger cars as the '82 model year began on Oct. 1. This was down 758 from the 21,945 counted a year earlier.

The loss for the '81 model year was less than half as large as the 1,643 outlets that left the business in the '80 season, but the '80 model year was the industry's worst ever from a standpoint of dealer mortality.

Aside from '80, the decline of 758 outlets for '81 was the most severe since the 1970 model year, when the toll was 793.

The '81 season saw a drop of 60 dealers for American Motors, 131 for Chrysler Corp., 282 for Ford Motor Co. and 330 for General Motors. That's a total of 803. A decline in the number of intercorporate duals cut the industry's net loss to 758.

All figures in this article and in the accompanying tables refer to the net change in the dealership population, both for the individual corporations and car lines and for the domestic industry as a whole.

Looking only at the 1981 calendar year, the present total of 21,187 dealerships is down 585 from the 21,772 in operation on Jan. 1. In 1980, the nine-month dip was 1,434.

The third quarter was the toughest of the year. It cost the industry 260 dealers, following declines of 221 in the first quarter and 104 in the second. In 1980, the third-quarter dropoff was 504 dealers.

• Returning to the model-year figures, Chrysler Corp. and Ford Motor Co. fared much better in '81 than in '80. Chrysler lost 131 outlets in '81, but it lost more than five times that many the previous year—674. Ford's decline of 282 was about half of the 544-location slip it suffered in the '80 model year.

GM's downturn was about the same each year — 330 in '81 and 340 in '80. AMC had a decline of 60 outlets in '81, up from 25 in '80.

DEALER LOSSES

	1981	1980
Model year	758	1,643
Nine months	585	1,434
Third quarter	260	504

U. S. CAR OUTLETS

	Oct. 1, 1981	Oct. 1, 1980
American Motors	1,592	1,652
Chrysler Corp.	3,740	3,871
Ford Motor Co.	5,720	6,002
General Motors	10,805	11,135
Totals	21,857	22,660
Minus Intercorp. Duals	670	715
NET OUTLETS	21,187	21,945

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The dealer attrition for the last two model years is a further indication of how devastating a period this has been for the domestic auto industry. In that 24-month span, the industry lost 2,401 outlets (after adjusting for changes in intercorporate duals). This was more than 10 percent of the entire retail organization.

In the franchise area, four Big Three makes had increases during the '81 model year, while the other eight suffered declines. Chrysler Corp. had three of the gainers — Dodge added 93 franchises, Imperial picked up 61 and Plymouth added 54. Cadillac was up 5.

The two biggest dealer organizations had the biggest losses. Ford was down 237 outlets for

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Open-air Cavalier

Concept car's a dream

A Cavalier convertible was displayed by Chevrolet at last week's South Florida Auto Show, and the division plans to feature the topless J-car at other shows during the year. Prepared as a concept vehicle, the refashioned front-drive subcompact is painted a special metallic white, has a chocolate brown fabric top and compatible interior with leather seats. There are no immediate plans to offer such a car for sale, according to Chevrolet.

breaking news

Chrysler names 2 vice presidents

DETROIT. — Chrysler Corp. directors last week elected E. Thomas Pappert vice president, U. S. automotive sales, and John K. Givens vice president, marketing. Pappert, with Chrysler since 1962, has been general sales manager. Givens, a Ford Motor Co. veteran, has been Chrysler's executive director, marketing. He joined Chrysler in 1979.

All 1973-79 Hondas in U.S. recalled

WASHINGTON. — American Honda is voluntarily recalling some 940,000 cars in the U.S. to inspect for undercarriage corrosion that could pose a safety problem. Dealers will inspect all Hondas sold from 1973 to 1979 for possible damage from road salt. Honda started using epoxy resin paint in 1980. A special tool will be developed to measure the extent of corrosion. Although no more than 2 percent of the cars may need repairs, Honda's estimated cost is about $20 million. Honda recently recalled Canadian cars for the same problems in three provinces and will inspect and fix, if necessary, all Canadian cars.

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NEWSPAPER

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Debut is 2 months away; prices start at $8,313

New A-cars trickle to GM dealers

By Jim Plegue
Staff Writer

General Motors dealers last week received price information on the company's new A-body intermediate models, and some dealers had already taken possession of at least one of the new cars.

What makes this unusual is that public introduction date for the new front-wheel-drive models is still two months away, scheduled for Jan. 14. It has become typical of this year's unusual new-model schedule, a topsy-turvy period of staggered introductions that has left many GM dealers miffed.

"I've been in this business for 27 years and I've never seen it in such a disarray as it's in right now," complained a large Chevrolet dealer.

Prices for the front-drive A models — Chevrolet Celebrity, Pontiac 6000, Oldsmobile Cutlass Ciera, and Buick Century— were not going over well with GM dealers AUTOMOTIVE NEWS talked to. The A cars start at $8,313 for the base two-door Chevy Celebrity and jump to about $9,700 for the Oldsmobile Cutlass Ciera Brougham four-door.

Those prices do not include destination charges ranging from $385 to $400. A GM spokesman said prices were announced now to allow dealers to write fleet sales.

Some dealers are concerned with the price spread between the A and X-cars. A four-door Pontiac 6000, according to a dealer, will cost about $8,800, nearly $1,600 more than a 1982 Phoenix four-door hatchback model. The A and X have similar design features, though the A-body is slightly larger and has power steering and brakes and automatic transmission as standard equipment.

Gary Tursi, new-car sales manager for Derio Oldsmobile, Inc., West Caldwell, N. J., noted a similar pricing problem by comparing Ciera with his standard-size cars.

"We sat down last night and did some comparisons and found that you can buy a Delta 88 Royale Brougham for the same price you pay for many of these (Ciera) models," Tursi said. "So we're really disappointed with the price. We expected it to be a little lower.

"Nobody has ever doubted the car would sell. It's just a matter of pricing structure. When you can buy an 88 Brougham for the same price, something just isn't right somewhere."

Tursi said he would be giving the Ciera a better chance in the market by limiting his orders of the lower-priced X-body Omega models, noting that "Omegas are what we have the most of right now anyway."

The higher A-car prices, in fact, may work to the advantage of many GM dealers, who have found themselves with unusually high stocks of the lower-priced 1981 X-body (Omega, Phoenix, Citation and Skylark) left to sell.

Some dealers AUTOMOTIVE NEWS talked to had already re-

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GM loses court plea to upset diesel rule

WASHINGTON. — The Supreme Court has refused to hear a petition from General Motors seeking to overturn a 1985 diesel particulate emissions standard it says it cannot meet.

The effect of the court's action is to let stand an appeals court ruling that EPA acted "responsibly" in setting a diesel particulate standard of 0.2 grams per mile for 1985 light-duty vehicles and a 0.26 grams per mile particulate standard for light trucks.

Diesels emit nearly 100 times more particulate matter per mile of travel than gasoline engines do. These particulates are minute and when inhaled tend to come to rest in the deepest reaches of the lungs. Known to be carcinogenic in animals, there is concern that they may also be for humans although no concrete evidence exists to support this.

General Motors, Mercedes-Benz and Volkswagen of America had challenged the standards before the U. S. Court of Appeals on the ground that technology to control particulate emissions to those levels was not and would not be available.

In question is the so-called trap oxidizer, basically a catalyst for diesels that would either continuously or at scheduled intervals incinerate diesel particulates captured by it.

Though they were not fully developed when EPA issued the particulate standard in the spring of 1980, trap oxidizers have come closer to reality over the past year.

Johnson-Matthey, for example, recently sent data to the EPA indicating its regenerative trap oxidizer has survived to 25,000 miles with no problems while keeping oxides of nitrogen emissions below 1.0 grams per mile, particulate emission well below 0.2 gpm and with no loss of fuel economy.

GM has now begun an extensive testing of the Johnson-Matthey concept. Still, a GM spokes-

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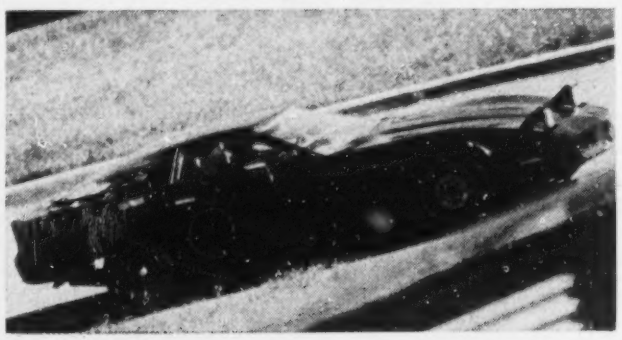
Corvette cluster



Coming in '83 . . .

Unofficial photo of redesigned Chevrolet Corvette due in 1983 shows a sleeker, less bulbous shape in quest for better aerodynamics.

. . . Here in '82

Chevrolet's '82 Corvette claims improved economy and performance with new four-speed automatic overdrive transmission and better fuel metering for its 5.7-liter V-8.

Only crisis could sell UAW on concessions, Fraser says

By Marjorie Sorge
Labor Editor

DETROIT. — General Motors and Ford Motor Co. should stop paying dividends, go to the debt market and begin more white-collar layoffs if they expect union concessions in next round of negotiations, according to UAW President Douglas A. Fraser.

"First of all, the members would have to perceive that the corporation is in very serious difficulty and I don't think it would be possible to do another Chrysler unless there is a crisis atmosphere," he said. "It's impossible to sell to the membership without them perceiving an equality of sacrifice and being assured of that equality of sacrifice."

Douglas A. Fraser

Both auto companies have been badgering the union to reopen the current contract and reduce labor costs and have indicated concessions from the union will be demanded in 1982 negotiations.

Such concessions may be the cornerstone for future reductions in salaried time off with pay. Company insiders say it is possible the white-collar workers will be experiencing cuts in their time off, such as fewer paid personal holidays before the next round of negotiations.

In an interview with AUTOMOTIVE NEWS, Fraser also said phased-in benefits based on seniority were a possibility to reduce labor costs but said changes in the 30-and-out program are "untouchable" and putting a cap on COLA is "impossible."

He also indicated company-specified contracts are not at the top of the list in next year's negotiations and that putting Chrysler workers back on the road to parity would be better than introducing a three-tiered wage system.

• Fraser also rejected co-pays for insurance plans and an idea for introducing different life and health insurance programs geared toward individual needs, with employes picking up part of the tab for more coverage. Co-pays have been on the bargaining table before and have been soundly defeated for basic health and life insurance plans. Vision and dental coverage are, however, co-pays.

Alfred S. Warren, GM vice-president, labor relations, and Peter J. Pestillo, Ford vice president, labor relations, told AUTOMOTIVE NEWS (Oct. 26) these ideas might be ways to lower labor costs. GM's total annual bill for benefits is $4.4 billion for all employes, both hourly and salaried. Its cost for health insurance alone is $1.5 billion a year while pension costs are $1.8 billion.

Both executives said they would be looking at eliminating or drastically changing the 30-and-out program, capping COLA and eliminating some PPH days among others, and are confident costs can be lowered without cutting wages. Fraser said there are currently no plans to concede any PPH days or anything else.

Ford and GM have contended they have an $8-per-hour labor cost differential with Japan and intend to get that back in next year's negotiations. But, Fraser said, the UAW, while admitting there is a wage disparity, believes it is considerably less than $3.

• He said the difference concerns the UAW but "if we start down that road and try to match the Japanese labor costs the next thing you know, it doesn't stop there and you'll be matching the Korean labor costs.

"If we were to wave a magic wand and say, 'OK, we'll agree to go down to the Japanese wage levels,' which would mean we'd have an advantage because of the shipping costs, then anybody who knows the Japanese must believe they would reduce their wages," he said.

He said Pestillo and Warren are like "a couple of kids before Christmas. They have a wish list that they are going to give Santa Claus and we don't believe in Santa Claus."

However, he said if concessions should be considered, the workers must perceive an equality of sacrifice, otherwise

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Service Index gains for 7th straight month

By Francis J. Gawronski
Service Editor

Although service and parts business in new-car dealerships continued on the upside in September, the rate of growth declined from that recorded in the previous month for the third consecutive month.

According to the Automotive News Service Index, shop business in September was 104.4 percent of the volume achieved in the same month in 1980. Service and parts business had been up 105.7 percent in August, 109.8 percent in July, and 116.6 percent in June.

September was the seventh consecutive month in which dealers' shop business has shown an increase over the comparable year-earlier period. It also marked the first time since June that all five indicators used in the Service Index were on the plus side.

The top gainer among the indicators was shop parts sales (those used on customer-paid and warranty repairs), up 8.9 percent, followed by total labor sales (customer-paid and warranty), up 6.6 percent.

Gross profit on all labor, parts and P&A sales—the most important indicator from the dealers' viewpoint—was up 4.6 percent in September, compared with 9.7 percent in August.

Sales of all parts and accessories were up 3.9 percent, while repair orders written were 1.3 percent ahead of the year-ago volume.

Figures used in the Service Index are averages compiled from reports on shop operations from a cross-section of the nation's new-car dealers.

Service and parts business in the first nine months of 1981 amounted to 105.4 percent of the volume recorded in the same period of 1980.

Gross profit was the leading indicator in the January-September period, up 9.1 percent, followed by sales of parts and accessories, up 6.9 percent, and shop parts which increased 6.3 percent.

Labor sales advanced 3.5 percent, which repair orders written registered 3.5 percent on the downside.

SERVICE INDEX
104.4*

	Sept., '81 vs. Sept., '80	9 mos., '81 vs. 9 mos., '80
Gross Profit on All Labor and P&A Sales	+ 4.6%	+ 9.1%
Repair Orders Written	+ 1.3%	- - 2.7%
Total Labor Sales (Customer & Warranty)	+ 6.6%	+ 3.5%
Shop Parts Sales (Customer & Warranty)	+ 8.9%	+ 6.3%
Sales of All P&A	+ 3.9%	+ 8.9%

*—Survey by Automotive News shows that dealers' service and parts business in Sept., 1981, was 104.4 percent of business in Sept., 1980. Service business in the nine months of 1981 was 105.4 percent of business in the corresponding period in 1980.

Ford will shut down Dutch assembly plant

AMSTERDAM, Netherlands.—Ford Motor Co. plans to close its assembly plant here Nov. 24. The company wanted to shut down the operation Sept. 30, but was restrained by a court ruling issued in July. That ruling, sought by the unions, transferred the case to a special court for labor conflicts.

The labor court has rescinded the injunction, which enables Ford to shut down the plant. Ford Nederland had a first-half loss of about $21 million.

Democrats ask Reagan for special credit help

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — A group of Democratic Senators, led by Michigan's Don Riegle, who heads a Task Force on High Interest Rates, have put in a Senate Joint Resolution urging the President to persuade the Federal Reserve Board to "target" credit toward the auto industry, housing, farmers and small business.

Support comes from such Democratic luminaries as former Majority Leader Robert Byrd and Senators Ted Kennedy, Henry Jackson, John Stennis, Howard Metzenbaum and others.

Although billed as a "major legislative initiative," it is not even a bill, merely a resolution which has not very much clout.

When asked about this at the press conference, senators admitted they might not be able to get such a bill passed, but in any case — in Senator Kennedy's words — the "Fed followed the flag" and the "flag" now is President Reagan, who wants high interest rates.

The resolution mentions auto manufacturing as one key sector hurt by high interest rates that are "preventing consumers from financing basic car purchases, are placing unbearable inventory costs on car dealers and are forcing manufacturers to delay vital investments in more productive plants and equipment."

• Byrd said he backs putting "Main Street" instead of "Wall Street" on the Federal Reserve Board when the next vacancy occurs. Metzenbaum, noting that recently $46 billion in bank credit was made available by bankers so corporate mergers can take place, suggested the President get rid of William Baxter, head of the Antitrust Division at the Justice Department, who seems "willing to approve almost anything that comes down the pike."

Several agreed that bankers do not care about interest rates or live on the spread, but the rates have brought "depression" to housing and car sales.

What the resolution does is merely urge the President to cooperate with the Federal Reserve System by Nov. 25 so that an "adequate flow of credit to small borrowers" shall be available, with particular attention to housing, car credit, farmers, and small businesses.

The President and the FRB are also to "limit" the diversion of limited money to nonproductive uses such as mergers and takeovers and take "non-inflationary actions" needed to reduce interest rates. The President is to consult with auto dealers and other small businesses and then report to Congress within 30 days.

This stops short of credit controls or credit allocation — both of which are adamantly opposed by the Reagan Administration— but some senators indicated the resolution might be only the first step toward stronger moves if the Democratic minority feels it can swing some sort of action.

But all agreed that since the FRB is following Reagan Administration policy, the first move should be to sway the White House.

Innovator

Dr. V. Durga Nageswar Rao, Ford Motor Co. principal research engineer, cradles six Ford Innovation Awards — highest number given to any one employe — recently presented for his work on complex components of advanced engines. Rao has received 27 patents since joining Ford in 1967.

More time; more dealers; cash for rentals

Chrysler rebate plan extended and expanded

By Joseph Bohn
Marketing Editor

Chrysler Corp. has extended its rebates on some import cars and trucks and has opened its entire rebate program to admit dealers who may have changed their minds about joining.

At the same time, it is pushing daily rental and leasing for its new Chrysler LeBaron and Dodge 400, with new cash incentives.

Ford also added extra money to its Courier rebate.

In a communique to dealers, Chrysler announced an extension of the rebates or Savings Certificates program on '81 import cars and trucks, assigned between Oct. 1 and Dec. 11, 1981, but not sold before Dec. 31.

Savings certificates or rebates on these imported cars and trucks have been extended through Feb. 28, 1982.

Essentially, Chrysler is re-allocating certain of its import vehicles to dealers because some dealers who signed up for its rebate program originally wouldn't accept the imports in the mix prescribed for them.

The extension allows extra time on imports currently still in transit to dealers.

Chrysler also noted that, since the extension changed the value of the Savings Certificate program, it was extending the qualification period from Oct. 23 to Nov. 6.

In essence, dealers who had not signed up by the original Oct. 23 date, i.e., submitting 70 percent of their order allocation, still had a chance to get in by submitting required allocation orders by the new Nov. 6 deadline.

Sources said the company had signed 70 percent of its dealers to accept 80 percent of the volume it planned for the fourth quarter — but was leaving the door open for the remaining dealers to sign up.

• The company also announced a new VIP lease program for Dodge 400 and Chrysler LeBaron, designed to attract "community and business leaders and government officials" to lease these vehicles.

If a dealer submits new lease orders on LeBarons and Dodge 400s by Dec. 1 for shipment by Dec. 31, 1961, he receives an extra $500 per vehicle which, in addition to the $500 allowed under a previous lease provision, provides a $1,000 discount in total.

Similarly, an extra $500 was offered dealers for LeBarons and Dodge 400s placed into daily rental on units ordered by Dec. 1 for shipment by Dec. 31. Again, the new $500 plus a previous $500 allowance would give dealers $1,000 on these vehicles.

Payment to dealers would be made in the form of a reduction in the invoice price of the vehicles, Chrysler said, adding that units placed into daily rental or ordered prior to the new program — or following it — would not qualify for the extra $500.

There was some speculation that, in view of October's disastrous industry sales, Chrysler would end up including LeBaron and Dodge 400 in its regular rebate or Savings Certificate program, as well.

Ironically enough, the company's strongest car line is the New Yorker which has received little promotion.

Dealers report that the New Yorker, which is being rebated at a time when it is on allocation because of shortages, has already garnered as many retail orders as were planned for the entire model year.

Company officials had set modest sales goals for New Yorker. The rebound in sales has caught many industry planners off guard.

Meanwhile, Ford is giving dealers $750 on Couriers ordered between Nov. 2 and Dec. 2 and sold within 60 days of the time they receive them.

Essentially, the division has about 5,000 '81 Couriers still at ports which it wants to clear away.

Ford already has a $500 consumer rebate on Courier. If any of these newly covered units arrive and are sold during its current Courier rebate, customers will receive their $500 from the factory and dealers will receive the extra $250. There would be no double payments on units covered under the new program.

Wheels for Oktoberfest

New 1982 Honda Accords, from Kingsway Honda, were used to help celebrate the Kitchener/Waterloo 1981 Oktoberfest in Kitchener, Ont. Accords transported dancers to the local parade in style.

UAW workers ratify pact with immediate 50-cents-an-hour raise

VW accord sets wages at GM level

By Marjorie Sorge
Labor Editor

The UAW and Volkswagen of America have negotiated a new 16-month contract which will give the 4,600 union workers at the Westmoreland (Pa.) plant wage parity with General Motors in June, 1982.

Workers ratified the agreement Nov. 1 It gives most production workers a 50-cent-per-hour raise immediately, while skilled trades people get a 60-cents-an-hour increase. They will get another 10-cent raise June 1, 1982, to bring them to parity with GM.

The current base rate for an assembler at VWoA is $8.20 per hour. The 50-cent raise, plus 77 cents diverted from the $2.56 in COLA benefits and the 10-cent increase in June will bring the base rate to $9.57. A GM assembler is making $9.63 per hour.

A tool maker at VWoA was making $10.14 per hour before this contract. After June, 1982, that worker will be getting $11.61 per hour. A GM tool and die maker is paid $11.88 per hour.

GM's current contract with the UAW expires Sept. 15, 1982, while VWoA's ends March 7, 1983.

In the new VWoA contract, the company agreed to give its workers any Annual Improvement Factor (AIF) negotiated at GM in next year's bargaining. The current rate is 3 percent annually.

But there is a push/pull relationship to that agreement. While any AIF would be granted to the VWoA workers, they must also accept any concessions made in the GM contract.

Many labor observers believe that is a distinct possibility, since both Ford Motor Co. and GM have made loud noises about the need to reduce labor costs.

The new contract also gives the workers a new paid holiday — Deer Day — for the opening day of deer hunting season, Dec. 1. The VWoA workers will get that day off in both Decembers of the current contract.

In addition, there is one other bonus holiday in December both this year and next, also failing during deer hunting season. That gives the workers 10 paid holidays in 1981 and 15 in 1982.

• Unlike the workers at GM and Ford, those at Westmoreland get no personal paid holidays. Workers at the Big Two get 26 PPH days over the life of the current agreement.

Although they will reach parity with GM in 1982, the VWoA production workers ratified the agreement by a mere 4-3 margin, while skilled trades favored it by 3 to 1.

The parity question has been a problem for both the union and the company. When the first contract was negotiated in October, 1978, the VWoA workers wanted immediate parity with GM and staged a one-week wildcat strike to protest an agreement which kept their wages lower than GM's.

The UAW said VWoA was given a break because of the high startup costs for the company to build a plant in the U. S. VWoA is a subsidiary of West Germany's Volkswagenwerk AG.

The strike ended when the union and the company negotiated a revised contract which speeded up the timetable of raises. However, the workers did not get parity with GM.

The recently negotiated contract also changed the way the COLA benefit is determined. Effective March, 1982, it will be calculated on the basis of one cent per hour for every 0.26 of a point change in the Consumer Price Index, instead of 0.3. Ford and GM made that change in the 1979 contract.

Changing the COLA calculation will generate more COLA benefits, which have been increasing dramatically with the high inflation.

Also, the UAW-VWoA Unemployment Benefit (SUB) will now have $1 million up-front protection to assure immediate layoff protection for workers even if the basic SUB fund is in debt.

With the contract expiring in 16 months, union officials say they will then try to negotiate a master agreement for all of VWoA's workers in 1983. The contract at the company's Fort Worth plant expires March 15, 1983, and the one covering workers at the plant in South Charleston, W. Va., ends Jan. 17, 1983.

Slow sales to close 19 plants Dec. 14-Jan. 4

IH to shut down for long holiday

CHICAGO. — Slow sales and rising inventories have forced International Harvester to extend the normal Christmas holiday plant shutdowns this year at major manufacturing operations in the U. S. and Canada.

The plants, 16 in the U. S. and three in Canada, wil close Dec. 14, with most of them reopening Jan. 4.

However, Donald D. Lennox, executive vice president of the firm's manufacturing group, said the shutdowns could last longer if necessary "to maintain inventories at desired levels in this time of high interest rates."

For most plants, the shutdown will be eight weekdays longer than the industry's customary seven-weekday holiday closing.

Included in the closings will be Harvester's major manufacturing facilities for medium and heavy trucks, agricultural equipment and construction machinery.

Lennox said the decision on the extended shutdowns was made at this time "to allow the customary six-week period necessary to notify suppliers and adjust the flow of parts and materials to the plants."

• More than 20,000 of Harvester's 50,000 employes will be idled by the closings, most of them in the Midwest and Canada. About 10,000 already have been laid off indefinitely.

Under the UAW contract, employes must work during the week prior to the holiday shutdown to qualify for the seven-weekday pay. Since the Harvester plants will be idle the week before the traditional closing, a spokesman said, Harvester workers will receive no pay during the shutdowns.

Harvester's supplemental unemployment benefits (SUB) fund also is nearly exhausted and will not be paying benefits. Employes will be receiving only unemployment compensation in their respective states of employment, according to a UAW spokesman.

Meanwhile, Harvester said it will send draft agreements of its $4.5 billion debt-restructuring plan to more than 200 of its lenders.

The plan calls for creditors to convert the company's short-term debt into a $1.5 billion term loan and to convert its credit subsidiary debt into a $1.9 billion term loan, both repayable Dec. 15, 1983.

Harvester reportedly has told its directors that operating losses for the fiscal year ended Oct. 31 could exceed $500 million.

Toyota Celica exports top 1.5 million units

TOKYO. — Toyota Celica has reached an export milestone: 1.5 million of the specialty cars have been exported since the first generation of the car was unveiled at the 1970 Tokyo Motor Show.

At home, the Celica sold 560,000 models through September, Toyota said.

AOT is renamed Hall of Fame; expansion voted

MIDLAND, Mich.—The Automotive Organization Team has been restructured and renamed Automotive Hall of Fame, Inc.

Directors also voted to double the size of the current building on the campus of Northwood Institute here.

Included in the new organizational set up are plans to increase the number of local AOT councils and establish a 25-year club and a Golden Old Timers association for those who have been in the industry for 50 years or more.

"We plan to provide a forum in several major cities around the country where key people can gather once or twice a year to renew friendships and honor those who have served and are serving," said Drex Minshall, chairman. Currently, councils exist in Michigan, New Jersey and Florida.

AOT was founded in 1938 as the Automotive Old Timers and was later renamed Automotive Organization Team.

A Hall of Fame building was constructed and dedicated here in 1976. It also houses a library and AOT headquarters.

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57th year — No. 4888

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Model-year loss of 758 less than half of previous year's

Dealership mortality rate slowed

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the model year, and Chevrolet was off 200. Also on the downside were Pontiac, 60; Mercury, 56; Oldsmobile, 45; Chrysler, 30; Buick, 15, and Lincoln 8.

Although its dealership total slipped, Chrysler Corp. showed an increase in franchises for the '81 model year. This means there has been more dualing within the corporation.

• As noted, AMC had the lightest loss of the four manufacturers during the '81 model year. AMC had 1,592 dealers on Oct. 1, down 60 from 1,652 a year earlier.

AMC has 627 duals with Big Three makes of passenger cars, compared with 685 when the '81 season began.

Chrysler Corp.'s total of 3,740 car dealers compares with 3,871 a year ago. Although the total is down, Chrysler has definitely slowed its rate of decline — 131 for the '81 model year vs. 674 for '80. In the April-June period this year, Chrysler showed a gain of 10 outlets, its first quarterly rise since the final three months of 1977.

The Oct. 1 franchise totals for the Chrysler makes were: Chrysler, 2,659; Plymouth, 2,536; Dodge, 2,445, and Imperial, 416.

In addition to its 3,740 car dealers, Chrysler Corp. has 9 that handle only Dodge trucks. They are not included in the corporation's car dealership total or the Dodge car franchise total.

Ford Motor Co. slipped below 6,000 during the '81 model year. Its current count of 5,720 compares with 6,002 in October of 1980. The dip for the model year was 282 establishments.

Franchise counts on Oct. 1 were: Ford, 4,862; Mercury, 2,667 and Lincoln, 1,471.

There are 94 dealerships that handle only Ford heavy-duty trucks. They are not included in the car dealer count for the company or the car franchise total for Ford Division.

GM, like Ford Motor, dipped into a new "thousand" bracket during the '81 campaign. GM had 10,805 car dealers as the new model year began, down 330 from 11,135 on Oct. 1, 1980.

Franchise totals for the five GM makes are: Chevrolet, 5,510; Oldsmobile, 3,210; Pontiac, 3,075; Buick, 2,970, and Cadillac, 1,605.

As mentioned above, the first nine months of the 1981 calendar year brought a loss of 585 domestic new-car outlets. By corporations, there were dips of 255 for GM, 241 for Ford Motor, 83 for Chrysler Corp. and 71 for AMC. That total of 650 was reduced to 585 for the industry by a change in the number of intercorporate duals.

The third quarter resulted in declines amounting to 120 outlets for GM, 100 for Ford Motor, 42 for Chrysler Corp. and 43 for AMC. The adjustment for the change in intercorporate duals cut the industry's net loss to 260 outlets for the July-September period.

FRANCHISE TOTALS

	Oct. 1, 1981	Oct. 1, 1980
AMERICAN MOTORS	1,592	1,652
CHRYSLER CORP.		
Chrysler	2,659	2,689
Dodge	2,445	2,352
Imperial	416	355
Plymouth	2,536	2,482
FORD MOTOR CO.		
Ford	4,862	5,099
Lincoln	1,471	1,479
Mercury	2,667	2,723
GENERAL MOTORS		
Buick	2,970	2,985
Cadillac	1,605	1,600
Chevrolet	5,510	5,710
Oldsmobile	3,210	3,255
Pontiac	3,075	3,135

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factories list auction dates

Continued from Page 34

Nov. 13 — Floyd Hauhe Auto Auction, Bridgeton, Mo.

Ford Motor Co.

Nov. 10—Arena Auto Auction, 10355 S. Woodlawn Ave., Chicago.

Nov. 11—Central States Auto Auction, 824 S. Taft, Mason City. Ia.

Nov. 12—Nashville Auto Auction, 1406 Lebanon Rd., Nashville, Tenn.

Nov. 17—Aptco Auto Auction, 20911 Gladwin, Taylor, Mich.; Harrisonburg Auto Auction, Exit 52 I-81, Harrisonburg, Va.

Nov. 17—Metro Auto Auction of Kansas City, 101 W. Oldham Pkwy., Lee's Summit, Mo.; Golden Gate Auto Auction, 6010 Stevenson Blvd., Fremont, Calif.; Lakeland Auto Auction, I-4 at Hwy. 33, Lakeland, Fla.

Nov. 19 — Skyline Auto Exchange, 100 Rte. 46, Fairfield, N. J.

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Domestics 26 pct. below last year; imports off 13 pct.

October sales lowest since 1958

By Jenny L. King
Staff Writer

October was a month the U. S. auto makers probably would rather forget, and the sales numbers should not be chiseled in stone for all to admire.

Sales of both domestic and imported new cars plummeted during the month, with domestic figures at their lowest since 1958 and imports down 13.86 percent from year-ago levels.

The five major U. S. auto makers reported a total of 491,107 retail sales during the first month of the 1982 model year, down 26.02 percent from 663,843 a year earlier. October sales were even lower than September cleanup sales — down 5.29 from 518,522—and were down 18.39 percent from August's 601,741.

October sales this year were down a startling 44.44 percent from October, 1978, when retail deliveries totaled 883,926.

Imports, though down 13.86 percent, to 157,077 from 182,348 last year, captured 24.23 percent of the entire new-car market, up from 21.60 percent a year ago. This was a sizeable chunk considering the fact that it was model-introduction season for the domestics.

Total sales for October numbered 648,184, down 23.40 percent from 846,191 last year.

Domestic year-to-date sales totaled 5,416,984, down 2.89 percent from 5,577,544 in 1980, while import sales for the first 10 months of 1981 reached 2,006,934, down 2.01 percent from 2,048,200.

The industry total through Oct. 31 was 7,423,918, down 2.65 percent from 7,625,744 the preceding year.

• Volkswagen of America was the only U. S. manufacturer to enjoy a sales gain for the month. VWoA dealers sold 15,264 new Rabbit sedans, up 33.70 percent from 11,417 in 1980. General Motors took the hardest fall, its sales down 29.41 percent to 295,473 from 418,575.

Ford Motor Co. reported a sales drop of 25.57 percent, to 113,760 compared with 152,832 a year ago. Chrysler Corp. sales numbered 56,992, down 17.21 percent from 68,843. It was the company's first monthly drop since September, 1980. American Motors sales of 9,618 were down 21.01 percent from 12,176.

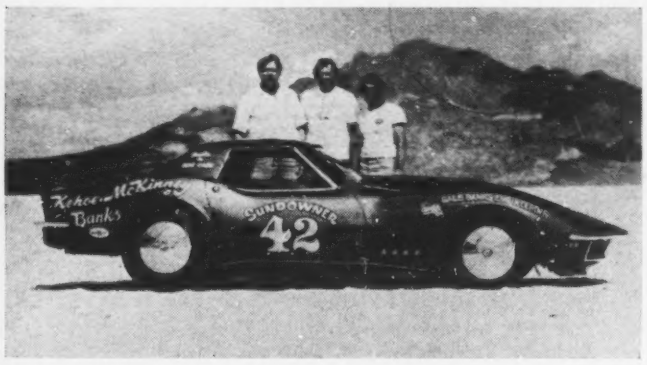
GM's share of the domestic market for the month was 60.16 percent, down from 63.05 percent a year earlier. Ford earned 23.16 percent, up from 23.02 percent. Chrysler sales accounted for 11.16 percent, up from 10.37 percent. VWoA climbed to 3.11 percent from 1.72 percent, and AMC held on to 1.96 percent, up from 1.84 percent.

Three of the 14 domestic makes were up in October: VW sales were ahead by 33.70 per-

Continued on Page 49, Col. 1

Where Auto Market was in October

	Total Sales	Pct. of Total
SUBCOMPACT	113,952	17.58
COMPACT	129,519	19.98
INTERMEDIATE	141,252	21.79
STANDARD	66,994	10.34
LUXURY	39,390	6.08
IMPORT	157,077	24.23
TOTAL	648,184	100.00



Sundowner burns up Bonneville Salt Flats

A modified, stock-block Chevrolet engine assembled and turbocharged by Gale Banks Engineering, of San Gabriel, Calif., has propelled a stock-bodied 1968 Corvette to a new unlimited-GT class record of 240.78 MPH at the Bonneville Salt Flats. Banks squeezed 1,100 HP from a gasoline-fueled 430-CID Chevrolet engine inside the Kehoe-McKinney-Banks Sundowner Corvette, beating the former record by more than 35 MPH.

breaking news

Continued from Page 1

Chrysler designers must keep UAW

DETROIT.—A petition by five Chrysler Corp. designers to oust the UAW as their bargaining agent has been dismissed by the National Labor Relations Board. The designers were angered last July when the union forced Chrysler to rescind a 12-percent pay raise for them, citing the need for equality of sacrifice within the company. The NLRB ruled that all 4,500 Chrysler engineering department workers would have to vote on the decertification of the UAW.

GM extends car-house promo to New York area.

DETROIT.—General Motors' "Buy a house, get a car" promotion to sell homes of relocated employes has been extended to the metro New York/New Jersey/Connecticut area during Nov. 5 to Dec. 13. It helped to sell 46 of 112 homes in metro Detroit during a five-week trial. GM has 42 homes for sale in the metro New York area. None of the Detroit-area buyers opted for the new car, choosing a price reduction instead.

Workers buy out GM bearing plant and take pay cut

CLARK, N.J. — Workers at General Motor's New Departure-Hyatt plant approved a contract which includes a provision to buy out the facility from GM for between $53 and $55 million, and GM Chairman Roger B. Smith turned over the keys to the new company.

A new employe-owned corporation, Hyatt-Clark Industries, bought the facility under the federal Employee Stock Ownership Plan. Under this plan, employes and management share equally in the stock and ownership of the plant.

GM announced the closing of the plant last March because changes in car design to front-wheel-drive had reduced the demand for the type of tapered roller bearings the Clark plant manufactured. Also, GM said the operation had not been competitive in the industry.

Since then there has been a concerted effort by the members of UAW Local 736 to buy the facility. Approval of the membership was the last step in the procedure.

In voting for the new labor contract, workers at the plant accepted a 30-percent rollback in wages in return for the stock ownership and production incentives.

Smith mentioned this wage cut in a speech last month on plant closings because of non-competitive high labor costs.

UAW Vice President Owen Bieber accused Smith of "not telling the whole story" and said the plant was closed basically because of a lack of demand for Clark-type bearings. He said the "competitive factor" was an afterthought and that by calling high labor costs the principal reason GM was reversing the factors involved in its decision.

GM has been very vocal in recent months about the high labor costs in the U. S. and has threatened to move jobs offshore if the costs are not brought down.

The buyout was financed through a $15 million mortgage, $10 million from GM for preferred, non-voting stock, $10 million from credit the company can draw on, $15 million in state and federal funds on which approval is still pending, and the balance from a GM note.

In addition, GM has agreed to purchase $200 million in bearings from the plant over the next three years.

More than half of the 800 employes at the facility voted on the ownership plan.

News roundup

Ford returns to Zimbabwe

WILLOWVALE, Zimbabwe. — After a 14-year absence, new Fords will be appearing on the roads in Zimbabwe (formerly Rhodesia). The Ford Laser is being assembled at a government agency plant here from kits supplied by Toyo Kogyo, in which Ford holds a 25-percent stake.

Lucas to supply GM diesel pumps

LONDON.—Lucas CAV, a division of Lucas Industries, Ltd., has been awarded a contract to supply General Motors with fuel injection pumps for its new V-6 diesel engine to be used on 1982 models. When pump deliveries begin later this year, CAV's manufacturing plant in Greenville, S. C., expects to supply a specially developed version of its DPA rotary pump at the rate of 800 a day. Initially, component parts for the pump will be shipped from CAV's plant in Medway, England, to Greenville for assembly, calibration and delivery to GM.

Aston Martin prices start at $96,000

NEW YORK.—Aston Martin prices for 1982 start at $96,000 for the V-8 coupe with automatic transmission; the five-speed version is $98,000. Other prices are: Vantage coupe (five-speed), $101,000; Volante convertible (automatic), $115,000; Volante convertible (five-speed), $117,000. Estimated price of the Lagonda four-door sedan, to be introduced next June, is $150,000. West Coast prices are $1,500 higher. Aston Martins are built in England at a rate of four a week. Sixty cars will be available in the U. S. for the year.

Reagan marks 25th anniversary of I-system

WASHINGTON.—President Reagan has proclaimed 1981 the Silver Anniversary Year of the Interstate Highway System. He called the 42,500-mile highway system "the largest public works construction program in world history." It was launched when President Eisenhower signed the 1956 Highway Act and is now more than 94 percent completed.

Strike ends at DDA Parts Center

DETROIT. — Members of UAW Local 483 ratified an agreement with Detroit Diesel Allison Division of General Motors last week, ending a week-long strike at the DDA Parts Distribution Center in nearby Romulus.

No stockpiling on Skylark

DETROIT.—Buick denied a report that it was pre-building Skylarks and warehousing them. Industry sources said last week the pre-building had been contemplated but it was decided that production should be curtailed instead. Willow Run, source for Skylark and Omega, is going down for three weeks, beginning today (Nov. 9) and will have a reduced line speed when it comes back. Tarrytown, another X-body (Citation/Phoenix/Skylark) plant, was down last week to curb inventory.

L-M fleet sales up 27 pct.

DETROIT.—Lincoln-Mercury Division said its dealers delivered 121,219 cars to fleet buyers in the '81 model year, up 27 percent over 95,529 in the '80 model year. The division said fleet sales rose 36 percent for Zephyr, 10 percent for Marquis and 8 percent for Lincoln. Cougar and Lynx also contributed to the sales gain, said Harold Barton, L-M leasing and fleet sales manager.

4,630 Jaguars recalled to replace fuel hoses

LEONIA, N. J.—Jaguar Rover Triumph, Inc., is recalling 4,630 Jaguar XJ-6 four-door sedans and XJ-S coupes for the installation of new under-hood fuel hoses to prevent possible fuel leakage. The cars are '80, '81 and '82 models. JRT said there could be a failure in the bond between the hose outer cover and the fabric reinforcement. This softens the material and reduces the effective clamping load of the attachment clips, which can lead to fuel leaks in the engine compartment.

McCurry leaves post with Mid-Atlantic Toyota

GLEN BURNIE, Md. — Robert McCurry stepped down Nov. 2 as executive vice president and chief operating officer for Mid-Atlantic Toyota, but will continue as consultant. McCurry joined the Toyota distributor after retiring as group vice president for U. S. Automotive Sales at Chrysler Corp. in 1978.

Season starts with 261 models

By John K. Teahen Jr.
Managing Editor

Moving into the 1982 selling season, domestic auto makers and their dealers were offering buyers a total of 261 models.

The next line in this report should be: "This compares with (number) available at the end of the 1981 model year."

For the record, the end-of-'81 count was 278, but the two figures are hardly comparable.

General Motors has chosen a Jan. 14 introduction date for six of its '82 car lines — apparently they weren't ready for the annual autumn rites. The latecomers are Chevrolet Camaro and Pontiac Firebird and the new front-wheel-drive intermediate-size A-cars — Chevrolet Celebrity, Pontiac 6000, Buick Century and Oldsmobile Cutlass Ciera.

Also on the future list are the Buick Skyhawk and the Oldsmobile Firenza J-cars which are slated to debut next spring.

The appearance of those entries will push the '82 model count near or above the end-of-'81 figure.

The current total of 261 consists of 99 for GM, 91 for Ford Motor Co., 42 for Chrysler Corp., 23 for American Motors and 6 for Volkswagen of America. The VWoA number includes only U. S.-built Rabbits.

At the end of the '81 campaign, the totals were: GM, 127; Ford Motor, 74; Chrysler Corp., 48; AMC, 23, and VWoA, 6.

• At GM, the year-to-year totals are not comparable because of the many lines still to come. GM has thinned out its carry-over rear-drive intermediates, and this has effected its model count. Also, the standard-size has been discontinued.

Ford Motor Co. revised the model lineups for most of its car lines and the result was a gain of 17 selections.

Four-door sedans were added for Ford Escort and Mercury Lynx, the Lincoln Continental was introduced and several Lincolns which were listed as option packages last year now have full-fledged model status.

Chrysler Corp. made models out of options for Omni/Horizon and TC3/024 and also added its new front-drive Chrysler LeBaron and Dodge 400 units. But the corporate total is down because of the departure of the rear-drive LeBaron and a reduction in choices for the Dodge Diplomat.

AMC and VWoA made no changes in their model lineups for 1982.

The Automotive News new-model analysis includes all models the domestic manufacturers are pricing and/or merchandising individually. It does not include engine options. For example, an Oldsmobile Delta 88 four-door sedan is one model even though it is available with a V-6 gas, a V-8 gas or a V-8 diesel engine.

• The 261 models currently offered are made up of 95 four-door sedans, 129 two-doors and 37 four-door station wagons. (The two-door total includes 43 hatchbacks which some makers list as three-door models.)

The final count for '81 was 87 four-doors, 141 two-doors and 50 four-door wagons.

The domestic makers now have 60 lines of cars, compared with 64 at the end of the '81 model year. There will be eight more for '82 when GM's late arrivals make the scene.

The 60 lines now on sale are made up of 24 from GM, 17 from Ford Motor, 14 from Chrysler Corp., four from AMC and one from VWoA.

New for '82 are Lincoln Continental and Dodge 400. Chrysler LeBaron is a new car, although it carries an '81 name. As noted, there are more new names coming from GM.

GM's J-cars and Ford EXP and Mercury Lynx were introduced as '82 models last spring, but they are included in the '81 coterie since they went on sale during the '81 model year. They may have been '82s, but their production and sales totals were logged in their companies' '81 results.

Some of last year's nameplates are missing, among them a pair of old-timers — Pontiac Catalina and Chrysler Newport. Both fell by the wayside when those manufacturers abandoned the standard-size field.

Catalina had been a Pontiac standby since 1959, and Chrysler had used the Newport tag since 1961.

Also gone is Pontiac LeMans, a name the division had used since 1964.

Conversely, three names were saved by putting them on smaller cars. Pontiac Bonneville, Chrysler New Yorker and Plymouth Gran Fury now are intermediates.

• The present crop of 261 models shows 74 subcompacts, 67 compacts, 52 intermediates, 40 standard-size cars and 28 luxury models.

At the end of the '81 model run, the figures were: 64 subcompacts, 73 compacts, 65 intermediates, 56 standard size and 20 luxury.

Although it has 40 models, the standard-size class now lists only five makes — Ford, Mercury, Buick, Chevrolet and Oldsmobile. Four of last year's entries are no longer listed in this category in the Automotive News ranking. Departing were Pontiac, Chrysler, Dodge and Plymouth.

1982 U. S. MODELS BY MAKE

	4-door Models	2-door Models*	4-door Wagons	1982 Totals	(Final 1981 Totals**)
AMERICAN MOTORS	5	13	5	23	(23)
Concord	3	3	3	9	(9)
Eagle	2	2	2	6	(6)
Eagle SX/4, Kammback	0	4	0	4	(4)
Spirit	0	4	0	4	(4)
CHRYSLER CORP.	18	20	4	42	(48)
Chrysler (Std.)	0	0	0	0	(2)
New Yorker (Int.)	1	0	0	1	(0)
Cordoba	0	2	0	2	(2)
LeBaron ('82)	2	2	0	4	(0)
LeBaron ('81)	0	0	0	0	(8)
Dodge (Std.)	0	0	0	0	(1)
Aries	3	3	2	8	(8)
Diplomat	2	0	0	2	(8)
Dodge 400	0	2	0	2	(0)
Mirada	0	1	0	1	(1)
Omni	3	0	0	3	(2)
024	0	3	0	3	(2)
Imperial	0	1	0	1	(1)
Plymouth (Std.)	0	0	0	0	(1)
Gran Fury (Int.)	1	0	0	1	(0)
Horizon	3	0	0	3	(2)
Reliant	3	3	2	8	(8)
TC 3	0	3	0	3	(2)
FORD MOTOR CO.	30	46	15	91	(74)
Ford (Std.)	3	2	3	8	(8)
Escort	3	5	3	11	(10)
EXP	0	1	0	1	(1)
Fairmont Futura	1	2	0	3	(7)
Granada	3	3	2	8	(6)
Mustang	0	6	0	6	(5)
Thunderbird	0	3	0	3	(3)
Lincoln (Std.)	3	0	0	3	(2)
Continental	3	0	0	3	(0)
Mark VI	3	4	0	7	(4)
Mercury (Std.)	3	2	2	7	(7)
Capri	0	5	0	5	(2)
Cougar	2	2	1	5	(2)
Cougar XR-7	0	2	0	2	(1)
Lynx	4	6	4	14	(10)
LN7	0	1	0	1	(1)
Zephyr	2	2	0	4	(5)
GENERAL MOTORS	40	46	13	99	(127)
Buick (Std.)	4	4	2	10	(10)
Century***	0	0	0	0	(4)
Regal	2	3	1	6	(3)
Riviera	0	2	0	2	(2)
Skylark	3	3	0	6	(6)
Cadillac (Std.)	4	2	0	6	(6)
Cimarron	1	0	0	1	(1)
Eldorado	0	1	0	1	(1)
Seville	1	0	0	1	(1)
Chevrolet (Std.)	2	1	3	6	(9)
Camaro***	0	0	0	0	(3)
Cavalier	2	4	2	8	(8)
Celebrity***	0	0	0	0	(0)
Chevette	2	2	0	4	(3)
Citation	1	1	0	2	(2)
Corvette	0	2	0	2	(1)
Malibu Classic	1	0	1	2	(7)
Monte Carlo	0	1	0	1	(2)
Oldsmobile (Std.)	5	3	1	9	(10)
Cutlass/Supreme	2	3	1	6	(8)
Cutlass Ciera***	0	0	0	0	(0)
Omega	2	2	0	4	(4)
Toronado	0	1	0	1	(1)
Pontiac (Std.)	0	0	0	0	(8)
Bonneville G	2	0	1	3	(0)
Firebird***	0	0	0	0	(4)
Grand Prix	0	3	0	3	(3)
J2000	2	4	1	7	(7)
LeMans	0	0	0	0	(7)
Phoenix	3	3	0	6	(4)
Pontiac 6000***	0	0	0	0	(0)
T1000	1	1	0	2	(2)
VOLKSWAGEN	2	4	0	6	(6)
Rabbit	2	4	0	6	(6)
1982 Total	95	129	37	261	
1981 Totals (End of Model Year)	87	141	50		(278)

*—2-door total includes hatchbacks, which some makers list as 3-door models.

**—Revised 1981 totals.

***—The '82 Buick Century, Chevrolet Camaro and Pontiac Firebird will be introduced Jan. 14, 1982.

***—Introduction date is Jan. 14, 1982, for the '82 Buick Century, Chevrolet Camaro and Celebrity, Oldsmobile Cutlass Ciera and Pontiac Firebird and 6000.

—The '82 Gran Fury and New Yorker are classified as intermediates. The '81 Gran Fury was the standard-size Plymouth. The '81 New Yorker was a standard-size Chrysler.

MODELS: 1942-1982

Number of models offered by U. S. auto makers, 1942 to 1982:

1942	276	1964	336
1946	160	1965	348
1947	182	1966	368
1948	201	1967	370
1949	205	1968	368
1950	243	1969	365
1951	243	1970	375
1952	224	1971	341
1953	210	1972	297
1954	240	1973	304
1955	216	1974	302
1956	232	1975	325
1957	245	1976	294
1958	263	1977	275
1959	239	1978	259
1960	244	1979	268
1961	260	1980	252
1962	296	1981	278
1963	336	1982	261

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1982 U. S. MODELS BY MARKET CLASS

	4-door Models	2-door Models*	4-door Wagons	1982 Totals	(Final 1981 Totals**)
SUBCOMPACTS	22	42	10	74	(64)
Cavalier	2	4	2	8	(8)
Chevette	2	2	0	4	(3)
Eagle SX/4, Kammback	0	4	0	4	(4)
Escort	3	5	3	11	(10)
EXP	0	1	0	1	(1)
Horizon	3	0	0	3	(2)
J2000	2	4	1	7	(7)
LN7	0	1	0	1	(1)
Lynx	4	6	4	14	(10)
Omni	3	0	0	3	(2)
024	0	3	0	3	(2)
Rabbit	2	4	0	6	(6)
Spirit	0	4	0	4	(4)
TC 3	0	3	0	3	(2)
T1000	1	1	0	2	(2)
COMPACTS	23	35	9	67	(73)
Aries	3	3	2	8	(8)
Camaro***	0	0	0	0	(3)
Capri	0	5	0	5	(2)
Citation	1	1	0	2	(2)
Concord	3	3	3	9	(9)
Eagle	2	2	2	6	(6)
Fairmont Futura	1	2	0	3	(7)
Firebird***	0	0	0	0	(4)
Mustang	0	6	0	6	(5)
Omega	2	2	0	4	(4)
Phoenix	3	3	0	6	(4)
Reliant	3	3	2	8	(8)
Skylark	3	3	0	6	(6)
Zephyr	2	2	0	4	(5)
INTERMEDIATES	18	27	7	52	(65)
Bonneville G	2	0	1	3	(0)
Celebrity***	0	0	0	0	(0)
Century***	0	0	0	0	(4)
Cordoba	0	2	0	2	(2)
Cougar	2	2	1	5	(2)
Cougar XR-7	0	2	0	2	(1)
Cutlass/Supreme	2	3	1	6	(8)
Cutlass Ciera***	0	0	0	0	(0)
Diplomat	2	0	0	2	(8)
Dodge 400	0	2	0	2	(0)
Granada	3	3	2	8	(6)
Grand Prix	0	3	0	3	(3)
Gran-Fury†	1	0	0	1	(0)
LeBaron ('82)	2	2	0	4	(0)
LeBaron ('80)	0	0	0	0	(8)
LeMans	0	0	0	0	(7)
Malibu-Classic	1	0	1	2	(7)
Mirada	0	1	0	1	(1)
Monte Carlo	0	1	0	1	(2)
New Yorker†	1	0	0	1	(0)
Pontiac 6000***	0	0	0	0	(0)
Regal	2	3	1	6	(3)
Thunderbird	0	3	0	3	(3)
STANDARD SIZE	17	12	11	40	(56)
Buick	4	4	2	10	(10)
Chevrolet	2	1	3	6	(9)
Chrysler	0	0	0	0	(2)
Dodge	0	0	0	0	(1)
Ford	3	2	3	8	(8)
Mercury	3	2	2	7	(7)
Oldsmobile	5	3	1	9	(10)
Plymouth	0	0	0	0	(1)
Pontiac	0	0	0	0	(8)
LUXURY	15	13	0	28	(20)
Cadillac	4	2	0	6	(6)
Cimarron	1	0	0	1	(1)
Continental	3	0	0	3	(0)
Corvette	0	2	0	2	(1)
Eldorado	0	1	0	1	(1)
Imperial	0	1	0	1	(1)
Lincoln	3	0	0	3	(2)
Mark VI	3	4	0	7	(4)
Riviera	0	2	0	2	(2)
Seville	1	0	0	1	(1)
Toronado	0	1	0	1	(1)
1982 Totals	95	129	37	261	
1981 Totals (End of Model Year)	87	141	50		(278)

*—2-door, totals include hatchbacks, which some makers list as 3-door models.

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—The '82 Gran Fury and New Yorker are classified as intermediates. The '81 Gran Fury was the standard-size Plymouth. The '81 New Yorker was a standard-size Chrysler.

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Car buyers play it cool

By Joseph Bohn
Marketing Editor

Car buyers may be cutting back on some of their optional equipment, but they retained a strong desire to keep cool, a survey of air conditioning units in '81 models reveals.

The penetration of air conditioners on '81 models reached 76.75 percent, up from 72.52 percent the previous year.

Altogether, 5,186,776 air conditioners were installed against 5,181,365 the previous year.

General Motors continued to lead the parade. It installed "air" in 83.90 percent of its cars, up from 77.03 percent in '80.

Of course, GM has made the item standard in a number of lines, including all Cadillacs, Riviera, Toronado, Corvette, Buick and Oldsmobile 98.

Ford Motor's penetration climbed to 71.22 percent from 70.23 percent the previous year. Ford installed air conditioners in 1,071,117 cars, up from 964,613 the previous year.

Chrysler's installations dropped both on a percentage and volume basis. Chrysler installed air conditioners in 427,736 or 58.31 percent of its cars. That was off from 489,092, or 63.91 percent in '80.

American Motors installed the option in 73,184 cars, equal to 53.37 percent of production. That was off from 103,848, or 52.02 percent in '80.

Volkswagen installed the item in 86,933 U. S. Rabbits, equal to 48.40 percent. That was up from 41.00 percent in '80, but off from the previous year's volume of 91,539.

In the '81 model year, GM accounted for 68.01 percent of installations; Ford for 20.65 percent; Chrysler for 8.25 percent, VW for 1.67 percent and AMC for 1.42 percent.

AIR CONDITIONING INSTALLATIONS

1981 VS. 1980 MODEL YEAR

	1981 Model Year			1980 Model Year		
	Unit Total	Percent of Output	Pct. of '81 Air Conditioner Installations	Unit Total	Percent of Output	Pct. of '80 Air Conditioner Installation
AMERICAN MOTORS	73,184	53.37	1.42	103,848	52.02	2.00
Spirit	16,566	37.10	0.32	23,725	33.40	0.46
Concord	40,208	73.00	0.78	52,296	65.00	1.00
Eagle	9,781	67.50	0.19	27,827	60.00	0.54
SX-4	6,629	28.90	0.13	.....	.....	.....
CHRYSLER CORP.	427,736	58.31	8.25	489,092	63.91	9.44
C-P Total	256,901	60.95	4.96	302,825	66.97	5.85
Horizon/TC3	53,117	38.00	1.02	71,002	43.70	1.38
Reliant	131,653	64.30	2.54	.....	.....	.....
Volare	.....	.....	.....	64,985	59.20	1.25
Gran Fury	7,328	94.60	0.14	17,413	93.00	0.33
Cordoba	19,176	94.50	0.37	53,915	93.80	1.04
LeBaron	35,153	91.60	0.68	67,153	90.00	1.30
Chrysler	10,474	99.00	0.21	28,357	97.40	0.55
Dodge Total	170,835	54.76	3.29	186,267	59.49	3.59
Omni/024	39,741	34.60	0.77	59,821	43.30	1.15
Aspen	.....	.....	.....	49,571	58.00	0.96
Aries	97,177	61.40	1.87	.....	.....	.....
Diplomat	17,803	83.00	0.34	30,724	80.50	0.59
Mirada	10,828	91.00	0.21	30,039	87.80	0.58
St. Regis	5,286	95.70	0.10	16,112	94.40	0.31
FORD MOTOR	1,071,117	71.22	20.65	964,613	70.23	18.62
Ford Division	685,116	67.04	13.21	649,675	66.22	12.54
Escort	150,100	46.80	2.89	.....	.....	.....
EXP	42,214	58.90	0.82	.....	.....	.....
Fairmont	121,264	75.40	2.34	161,304	68.80	3.11
Must./Must. II	104,973	57.50	2.02	137,831	50.80	2.66
Granada	106,537	87.80	2.05	75,418	83.40	1.46
T-Bird	83,832	96.70	1.62	147,552	94.10	2.85
Ford	76,196	97.50	1.47	98,512	95.30	1.90
Pinto	.....	.....	.....	29,058	23.30	0.56
L-M Division	386,001	80.08	7.44	314,938	80.24	6.06
Bobcat	.....	.....	.....	9,021	36.60	0.17
Lynx	59,908	53.30	1.16	.....	.....	.....
Capri	37,666	63.90	0.73	44,391	55.50	0.86
Zephyr	57,198	86.00	1.10	51,156	73.00	0.99
Cougar (Monarch)	49,575	92.40	0.96	26,429	86.60	0.51
XR-7 (Cougar)	36,157	97.00	0.70	55,417	95.50	1.07
LN7	14,692	65.40	0.28	.....	.....	.....
Mercury	61,268	99.40	1.18	53,622	98.70	1.04
Lincoln	32,839	100.00	0.63	31,233	100.00	0.60
Mark VI	36,698	100.00	0.70	38,891	100.00	0.75
Versailles	.....	.....	.....	4,784	100.00	0.09
GENERAL MOTORS	3,527,806	83.91	68.01	3,532,273	77.03	68.17
Buick Division	791,893	92.40	15.27	718,745	89.82	13.87
Skylark	218,303	83.80	4.21	167,329	79.00	3.23
Skyhawk	.....	.....	.....	5,101	61.30	0.09
Century	136,159	94.40	2.63	135,218	91.10	2.61
Regal	229,730	95.60	4.43	199,274	92.80	3.85
LeSabre	86,711	97.20	1.67	163,202	97.00	3.15
Electra	68,983	100.00	1.33	.....	.....	.....
Riviera	52,007	100.00	1.00	48,621	100.00	0.94
Cadillac Division	252,256	100.00	4.86	231,028	100.00	4.46
Cimarron	14,048	100.00	0.27	.....	.....	.....
Seville	28,606	100.00	0.55	39,344	100.00	0.76
Eldorado	60,557	100.00	1.17	52,685	100.00	1.02
Cadillac	149,045	100.00	2.87	138,999	100.00	2.68
Chevrolet Division	1,162,319	69.47	22.41	1,287,210	63.46	24.84
Chevette	182,500	40.20	3.52	165,266	36.60	3.19
Cavalier	38,882	59.70	0.75	.....	.....	.....
Monza ('80)	.....	.....	.....	67,894	40.00	1.31
Camaro	96,118	76.20	1.85	107,175	70.05	2.07
Citation	279,440	67.60	5.39	388,264	62.20	7.49
Malibu	194,534	85.80	3.76	223,170	80.40	4.31
Monte Carlo	147,064	93.60	2.84	114,035	90.50	2.20
Chevrolet	178,150	96.30	3.43	180,792	97.00	3.49
Corvette	45,631	100.00	0.87	40,614	100.00	0.78
Oldsmobile Division	894,120	95.05	17.23	781,398	92.20	15.08
Omega	116,877	79.00	2.25	97,652	72.70	1.88
Cutlass	191,448	97.80	3.69	403,603	95.60	7.78
Cutlass Supreme	279,261	97.70	5.38	232,132	97.00	4.48
Oldsmobile	263,900	98.20	5.09	43,440	100.00	0.85
Toronado	42,604	100.00	0.82	4,571	55.50	0.09
Pontiac Division	427,218	88.81	8.24	513,892	75.73	9.92
Sunbird ('80)	.....	.....	.....	67,486	47.17	1.30
Firebird	59,517	83.90	1.15	86,516	80.60	1.67
Phoenix	94,634	74.00	1.82	123,449	69.24	2.38
Grand Prix	105,852	97.70	2.05	110,595	96.41	2.14
LeMans	65,832	91.50	1.27	53,581	87.52	1.04
Pontiac	101,383	99.40	1.95	72,265	98.19	1.39
VOLKSWAGEN	86,933	48.40	1.67	91,539	41.00	1.77
Total Cars, U. S.	5,186,776	76.75	100.00	5,181,365	72.52	100.00

Note: Figures are generally based on U. S. production. However, Canadian-only sourced cars, such as Cordoba/Mirada, are included in some instances; also, some '82-only models, such as EXP/LN7 and Cimarron and Cavalier, built during the '81 model run.

Figures are based on production of 6,758,283 '81 models, including 4,204,064 GM cars, 1,503,946 Ford cars, 733,513 Chrysler models, 137,125 AMC and 179,635 Volkswagens.

GM's total includes 856,996 Buicks, 252,256 Cadillacs, 1,673,093 Chevrolets, 940,654 Oldsmobiles, and 481,065 Pontiacs. Ford's total includes 1,021,945 Ford Division and 482,001 Lincoln-Mercury models. Chrysler's total includes 421,525 Chrysler-Plymouths and 311,988 Dodges.

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American Motors

Nov. 10—Aptco Auto Auction, Taylor, Mich.; D-A Auto Auction, New Stanton, Pa.

Nov. 11—Central States Auto Auction, Mason City, Ia.

Nov. 12—Todd Auto Auction, Telford, Pa.

Nov. 17—Ohio Auto Auction, Columbus, O.

Nov. 17—Dallas Auto Auction, Dallas, Tex.; Minneapolis Auto Auction, Minneapolis, Minn.; Sand Mountain Auto Auction, Boaz, Ala.; Southern Auto Sales, Warehouse Point, Conn.

Nov. 19—Fredericksburg Auto Auction, Fredericksburg, Va.; Evansville Auto Auction, Evansville, Ind.

Nov. 20—Floyd Hauhe Auto Auction, Bridgeton, Mo.; Concord Auto Auction, Acton, Mass.

Nov. 24—Aptco Auto Auction, Taylor, Mich.; D-A Auto Auction, New Stanton, Pa.

Nov. 25—Central States Auto Auction, Mason City, Ia.

Dec. 1 — Ohio Auto Auction, Columbus, O.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Dec. 2 — Minneapolis Auto Auction, Minneapolis, Minn.; Sand Mountain Auto Auction, Boaz, Ala.; Southern Auto Auction, Warehouse Point, Conn.

Dec. 3 — Fredericksburg Auto Auction, Fredericksburg, Va.; Todd Auto Auction, Telford, Pa.

Dec. 4 — Floyd Hauhe Auto Auction, Bridgeton, Mo.; Concord Auto Auction, Acton, Mass.; Union Pacific Railroad Auto Auction, Montebello, Calif.

Dec. 8 — Aptco Auto Auction, Taylor, Mich.; D-A Auto Auction, New Stanton, Pa.

Dec. 9 — Central States Auto Auction, Mason City, Ia.; Dallas Auto Auction, Dallas, Tex.

Dec. 10—Evansville Auto Auction, Evansville, Ind.; Golden Gate Auto Auction, Fremont, Calif.

Note: Other sales may be scheduled pending availability. Please contact C. A. Miller at 1-800-521-4360 for details.

Chrysler

Nov. 3 — Hatfield Auto Auction, Hatfield, Pa.; D-A Auto Auction, New Stanton, Pa.

Nov. 5—Evansville Auto Auction, Inc., Evansville, Ind.

Nov. 6 — Concord Auto Auction, Acton, Mass.

Nov. 10—Aptco Auto Auction, Taylor, Mich.; Arena Auto Auction, Inc., Chicago, Ill.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Nov. 11—Columbus Fair Auto Auction, Obetz, O.; Minneapolis Auto Auction, Minneapolis, Minn.

Continued on Page 48, Col. 5

Used car sales
Auction Averages

November to date	$4,465
Month ago	$4,356
Year ago	$3,776

Model breakdown
Auction Averages

	NOVEMBER TO DATE	OCTOBER	SEPTEMBER
1981	$7,074	$7,074	$7,548
1980	5,576	5,697	5,814
1979	4,790	4,922	5,051
1978	4,015	3,731	3,963
1977	2,794	2,927	3,045
1976	2,171	2,140	2,122
1975	1,481	1,628	1,587
1974	1,137	1,258	1,180
Overall AVERAGE	$4,465	$4,364	$4,321

used-car auction directory

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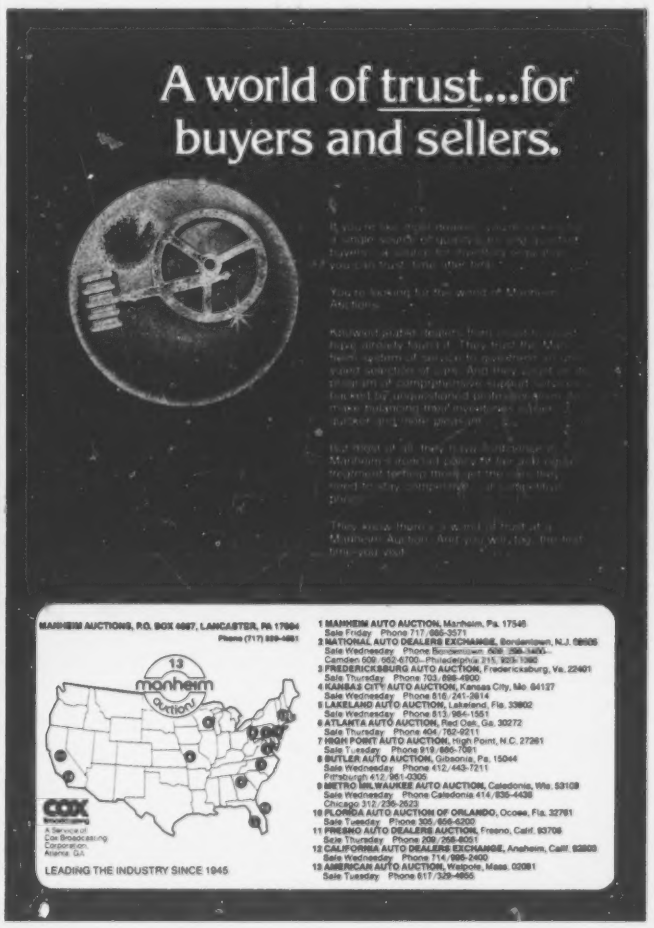
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Domestics 26 pct. below last year; imports off 13 pct.

October sales lowest since 1958

Continued from Page 8

cent, Cadillac was up 2.29 percent and Plymouth was up 1.34 percent.

The less fortunate were: Imperial, down 78.84 percent; Chrysler, down 57.58 percent; Chevrolet, down 36.29 percent; Pontiac, down 34.23 percent; Ford, down 27.14 percent; Oldsmobile, down 26.72 percent; Buick, down 23.89 percent; Mercury, down 23.35 percent; AMC, down 21.01 percent; Lincoln, down 13.70 percent, and Dodge, down 13.65 percent.

• Top domestic nameplates in October were headed by Ford Escort at 24,138, followed by Oldsmobile Cutlass Supreme at 20,986, Chevrolet Citation at 20,924, standard Chevrolet at 18,930 and Plymouth Reliant at 18,766.

The top five in October of 1980 were: Chevrolet Chevette, Citation, Cutlass Supreme, Ford Fairmont and Chevrolet Malibu.

The domestic daily rate for the 27 selling days in the month averaged 18,189, down 26.02 percent from 24,587 in 1980.

Softer import sales in October were affected by drops in Datsun, Honda and Mazda totals, while Toyota was up 7.56 percent from 1980 and Subaru reported an 11.72-percent gain. Datsun sales plunged 11.64 percent, Honda was down 23.90 percent and Mazda was off 27.19 percent.

Mercedes-Benz sales climbed 14.68 percent in October, compared with last year, while competitor BMW was down 10.75 percent, Audi was down 10.16 percent and Volvo was down 18.51 percent. Peugeot reported record October sales of 1,769. It was Peugeot's sixth record month this year.

The market class breakout for October was as follows: Imports, 24.23 percent; intermediates, 21.79; compacts, 19.98 percent; subcompacts, 17.58 percent; standards, 10.34 percent, and luxury models, 6.08 percent.

Oct. 21-31 domestic sales totaled 195,551, down 18.33 percent from 239,449 last year. GM was down 23.79 percent, Ford was off 15.04 percent, Chrysler was down 0.95 percent, AMC was down an estimated 33.33 percent, while VWoA shot ahead 51.35 percent.

The third-period domestic daily selling rate was 19,555, down 18.33 percent from 23,945. There were 10 days this year and last.

U. S. CAR SALES BY MARKETING UNITS

	Oct., 1981	Oct., 1980	10 mos., 1981	10 mos., 1980
Chevrolet	102,926	161,558	1,261,882	1,501,657
Ford	79,238	115,007	894,183	967,471
Oldsmobile	67,572	92,208	741,690	704,502
Buick	60,903	80,015	621,165	604,459
Pontiac	40,825	62,068	492,367	527,289
Toyota	38,835	36,107	496,622	498,497
Datsun	30,609	37,622	398,719	450,769
Honda	23,234	30,529	321,613	309,100
VW of America	24,781	25,550	265,548	277,921
Plymouth	30,834	30,826	335,044	264,853
Dodge	27,626	31,673	314,940	277,512
Mercury	27,922	36,430	296,383	271,409
Cadillac	23,247	22,726	190,724	176,778
AMC-Renault	12,236	14,043	145,440	148,196
Mazda	12,758	17,522	143,815	130,894
Subaru	11,688	10,462	130,307	122,061
Volvo	4,028	4,943	56,978	49,644
Chrysler/Imperial	5,813	14,233	81,104	118,326
Jaguar-Rover-Triumph	972	2,666	17,318	29,356
Mercedes-Benz	5,131	4,474	51,714	45,291
Lincoln	6,600	7,648	53,208	58,378
BMW	2,624	2,940	35,119	31,815
Fiat	2,162	2,649	30,747	34,255
Isuzu	1,759	.....	15,170	.....
Saab	1,211	1,078	11,911	11,592
Peugeot	1,769	1,110	14,630	10,919
DeLorean	720	.....	1,715	.....
Alfa Romeo	211	104	1,862	2,801
TOTAL	648,184	846,191	7,423,918	7,625,744

Ford sales include Fiesta; VWoA includes VW and Porsche-Audi; Plymouth includes Champ and Sapporo; Dodge includes Colt and Challenger; Fiat includes Lancia. Jaguar-Rover-Triumph includes MG.

IMPORTED CAR SALES

	Oct., 1981	Oct., 1980	10 mos., 1981	10 mos., 1980
Alfa Romeo	211	104	1,862	2,801
Audi	3,529	3,928	42,173	36,258
BMW	2,624	2,940	35,119	31,815
Challenger	802	875	10,797	11,403
Champ	2,771	3,371	35,644	50,418
Colt	2,846	3,029	36,209	45,793
Datsun	30,609	37,622	398,719	450,769
DeLorean	720	.....	1,715	.....
Fiat	2,083	2,535	29,770	32,497
Fiesta	.....	6,253	32,856	59,997
Honda	23,234	30,529	321,613	309,100
Isuzu	1,759	.....	15,170	.....
Jaguar	394	292	3,673	2,510
Lancia	79	114	977	1,758
Mazda	12,758	17,522	143,815	130,894
Mercedes-Benz	5,131	4,474	51,714	45,291
MG	120	1,146	3,575	12,977
Peugeot	1,769	1,110	14,630	10,919
Porsche	752	803	9,006	9,186
Renault	2,618	1,867	25,947	21,913
Rover	80	87	679	282
Saab	1,211	1,078	11,911	11,592
Sapporo	862	614	11,621	8,927
Subaru	11,688	10,462	130,307	122,061
Toyota	38,835	36,107	498,622	498,497
Triumph	328	1,141	9,391	13,586
Volkswagen	5,236	9,402	72,441	77,312
Volvo	4,028	4,943	56,978	49,644
TOTAL	157,077	182,348	2,006,934	2,048,200

Ford wins another round of work-rule concessions

DETROIT. — Ford Motor Co. has won another round of work-rule concessions from plant workers at the Rawsonville (Mich.) parts plant.

In addition, 3,200 employes at the company's Sterling axle plant in Sterling Heights (Mich.) were to vote yesterday on work rule changes geared toward making it more competitive and perhaps entice Ford to give the plant work on components parts of the new automatic overdrive transaxle (AXOD).

The Livonia transmission plant made similar changes in late October in an effort to get Ford to give it the AXOD job. Sterling would be a sub-assembly plant for the project. Ford's board of directors is scheduled to consider sourcing for the AXOD work at this Thursday's meeting.

The 2,450 employes at the Rawsonville plant agreed to work rule changes to get a job building a new-type carburetor.

None of the changes affect the wages or benefits and are strictly modifications in scheduling, overtime, work conditions and others. There is also a great emphasis being placed on further reductions in the absenteeism rate — already down by as much as 50 percent in some plants, according to Peter J. Pestillo, Ford vice president, labor relations.

Workers at Ford's Monroe chassis plant accepted changes in work rules last September.

However, while the plants seem to be going along with these type of revisions, Ford's bid to reduce wages and benefits by 50 percent at the Sheffield (Ala.) aluminum casting plant was soundly rejected. The plant employs 940 who may now lose their jobs since Ford has said it will probably close the facility as a result.

GM delays a year on opening of 'Poletown' plant

DETROIT. — General Motors has postponed the opening of its $700-million Hamtramck GMAD assembly plant for one year.

The 'Poletown' plant will now come on stream in 1984 instead of the 1983 date originally planned, building 1985 models.

A GM spokesman said the company is continuing to construct the plant on the same basic timetable and changes in the product line are responsible for the date change. The Hamtramck plant replaces the current Detroit Cadillac assembly plant and was to build front-wheel-drive luxury cars.

GM has already dropped its option on a proposed $500-million Kansas City (Kans.) plant and has let the option lapse on a proposed site for a plant outside Flint. Also, the completion of a $230-million renovation program at the Baltimore facility has been delayed.

Last spring GM announced the construction of the new Orion Township (Mich.) assembly plant and the Wentzville (Mo.) plants would also be delayed for one year, opening in 1983 instead of the originally scheduled 1982. Orion replaces the Pontiac assembly plant and Wentzville replaces the St. Louis facility.

A GM spokesman said the plants were slowed down to save money and because poor weather last winter hurt the construction schedule.

DOMESTIC CAR SALES

	Oct. 21 to Oct. 31, 1981	Same Period, 1980	October, 1981	Same Month, 1980	Jan. 1 to Oct. 31, 1981	Same Period, 1980
Spirit	.....	.....	1,696	3,435	30,839	43,967
Concord	.....	.....	4,179	5,561	52,940	55,573
Pacer	.....	.....	.....	53	111	2,019
Eagle	.....	.....	3,743	3,127	35,603	24,724
AMERICAN MOTORS*	4,000	6,000	9,618	12,176	119,493	126,283
Horizon	1,845	2,318	4,736	8,132	67,966	66,235
TC3	1,178	1,278	3,290	4,346	46,372	48,440
Reliant/Volare	6,268	4,013	18,766	14,055	172,988	77,897
Plymouth	183	135	409	308	453	12,936
Total Plymouth	9,474	7,744	27,201	26,841	287,779	205,508
LeBaron	290	2,397	890	6,907	35,312	53,773
LeBaron K	1,672	.....	1,672	.....	1,672	.....
Cordoba	571	1,425	1,558	4,357	21,296	38,359
New Yorker	608	.....	1,470	.....	1,650	.....
Chrysler	.....	730	.....	1,915	17,080	25,140
Total Chrysler	3,141	4,552	5,590	13,179	77,010	117,272
Total Imperial	88	324	223	1,054	4,094	1,054
Omni	1,226	1,696	3,626	5,785	49,619	52,000
024	1,318	1,260	4,098	4,018	45,256	41,705
Aries	4,186	2,981	13,571	11,228	130,887	59,416
Dodge 400	528	.....	528	.....	528	.....
Diplomat	413	1,156	1,291	3,163	23,464	27,427
Mirada/Magnum	320	899	864	2,847	12,552	24,034
Dodge	.....	280	.....	728	5,628	15,734
Total Dodge	7,991	8,272	23,978	27,769	267,934	220,316
CHRYSLER CORP.	20,694	20,892	56,992	68,843	636,817	544,150
Pinto	.....	2,779	.....	9,281	10,037	133,990
EXP	2,361	.....	5,234	.....	46,835	.....
Escort	9,929	6,172	24,138	18,713	248,575	18,713
Mustang	4,733	6,115	12,388	18,956	139,906	198,435
Fairmont	3,969	9,916	11,710	27,253	164,597	241,821
Granada	4,031	3,458	12,431	11,851	91,251	73,299
LTD II	.....	.....	.....	.....	.....	3,012
Thunderbird	1,639	2,917	4,873	9,504	62,583	113,520
Ford	3,270	4,471	8,464	13,196	97,543	124,684
Ford Division	29,932	35,828	79,238	108,754	861,327	907,474
Bobcat	.....	576	.....	1,916	2,169	25,187
LN7	610	.....	1,369	.....	15,323	.....
Lynx	3,571	1,674	8,460	4,810	81,225	4,810
Zephyr	1,068	3,598	2,908	9,593	45,685	71,119
Cougar/Monarch	2,192	1,669	5,113	5,046	38,942	25,545
XR-7	724	1,549	1,876	4,315	26,146	46,118
Capri	1,324	1,908	3,177	5,613	42,991	54,528
Mercury	1,960	2,070	5,019	5,137	43,902	44,102
Total Mercury	11,449	13,620	27,922	36,430	296,383	271,409
Cont./Versailles	724	47	1,869	134	1,869	4,019
Lincoln	881	1,086	2,425	3,333	25,063	25,047
Mark VI	813	1,549	2,306	4,181	26,276	29,312
Total Lincoln	2,418	2,682	6,600	7,648	53,208	58,378
L-M Division	13,867	15,726	34,522	44,078	349,591	329,787
FORD MOTOR	43,799	51,554	113,760	152,832	1,210,918	1,237,261
Skyhawk	.....	.....	.....	.....	.....	5,388
Skylark	8,592	7,123	17,088	18,915	171,386	146,021
Century	3,900	6,199	8,723	17,121	109,373	123,857
Regal	6,705	8,541	16,765	23,980	184,443	166,873
Le Sabre	3,092	2,968	7,568	8,162	68,273	76,386
Electra	2,650	2,482	6,395	7,125	47,360	50,826
Riviera	1,717	1,729	4,364	4,712	40,330	35,108
Buick Division	26,656	29,042	60,903	80,015	621,165	604,459
Cimarron	1,054	.....	2,510	.....	11,300	.....
Seville	964	1,460	2,373	4,078	19,062	28,854
Cadillac	4,727	4,565	12,897	12,371	115,247	105,125
Eldorado	2,072	2,369	5,467	6,277	45,115	42,799
Cadillac Division	8,817	8,394	23,247	22,726	190,724	176,778
Chevette	5,521	12,376	15,338	35,533	309,924	327,349
Cavalier/Monza	6,424	5,749	14,398	15,092	71,368	131,534
Citation	9,439	12,495	20,924	31,931	255,685	320,375
Camaro	1,255	3,567	3,457	9,560	89,505	102,725
Malibu	5,425	10,704	14,656	27,216	188,805	226,241
Monte Carlo	4,971	6,826	13,384	18,120	143,323	138,542
Chevrolet	8,244	8,382	18,930	20,693	176,979	223,931
Corvette	784	1,318	1,839	3,413	26,293	30,960
Chevrolet Division	42,063	61,417	102,926	161,558	1,261,882	1,501,657
Starfire	.....	.....	.....	.....	.....	5,334
Omega	3,857	3,444	9,516	9,617	96,984	75,148
Cutlass	5,050	9,286	13,744	25,319	167,058	182,151
Supreme	7,349	10,416	20,986	29,069	237,876	223,357
Olds 88	4,332	5,157	11,434	14,553	137,411	126,761
Olds 98	3,354	3,457	8,775	9,873	69,246	60,476
Toronado	1,185	1,518	3,117	3,777	33,115	31,275
Oldsmobile Division	25,127	33,278	67,572	92,208	741,690	704,502
T-1000	1,602	.....	4,439	.....	47,537	.....
J-2000/Sunbird	3,080	4,969	7,866	13,135	67,561	114,827
Phoenix	2,895	4,010	6,014	10,751	71,205	83,685
Firebird	719	2,231	2,078	6,052	49,199	73,305
LeMans/6000	2,338	3,118	6,100	8,263	63,642	66,074
Grand Prix	3,682	5,274	10,170	14,361	114,526	98,910
Pontiac	1,375	3,569	4,158	9,506	78,697	90,488
Pontiac Division	15,691	23,171	40,825	62,068	492,367	527,289
GENERAL MOTORS	118,354	155,302	295,473	418,575	3,307,828	3,514,685
VOLKSWAGEN	8,704	5,751	15,264	11,417	141,928	155,165
DOMESTIC TOTAL	195,551	239,449	491,107	663,843	5,416,984	5,577,544
IMPORT TOTAL	.....	.....	157,077	182,348	2,006,934	2,048,200
INDUSTRY TOTAL	.....	.....	648,184	846,191	7,423,918	7,625,744

*—AMC does not have a nameplate breakout for 10-day periods.

Chevy signs Rentschler

SLATINGTON, Pa.—Frederick Rentschler has been named the Chevrolet dealer here.

534,832 cars built, slimmest total since 1970 GM strike

October output sinks to 11-year low

By Patricia Hoffman
Staff Writer

U. S. auto production in October was the lowest for the month since 1970 when General Motors was out of action for the entire month because of a strike.

The auto makers completed 534,832 units last month, down 20.77 percent from 675,001 in the comparable month last year, and the lowest total for October since 1970's 390,016.

Breakdown for the month by company is: General Motors, 59.07 percent; Ford Motor, 23.11 percent; Chrysler Corp., 12.60 percent; Volkswagen of America, 3.40 percent; American Motors, 1.74 percent and Checker Motors, 0.08 percent.

Last week's auto production was scheduled at 115,796 units, down 1.97 percent from 118,117 in the previous week, and down a substantial 26.43 percent from 157,394 in the comparable 1980 week.

Breakdown for the week by company is: GM, 76.87 percent; Chrysler, 10.02 percent; Ford, 9.47 percent; VWoA, 3.55 percent and Checker, 0.09 percent.

AMC's Kenosha assembly point was idle last week for inventory adjustment. The plant is slated to resume production today (Nov. 9).

Also down last week for inventory control were the second shifts at GM's Tarrytown and Willow Run facilities. Tarrytown is slated to resume production today, and Willow Run is scheduled to remain idle until Nov. 23.

Saturday overtime was scheduled last week at GM's Flint and Arlington plants.

Chrysler's Belvidere assembly point, idle since Oct. 26 to prepare for the addition of front-wheel-drive pick-up truck production there, will remain down until Nov. 16.

Chrysler seeks to upset Idaho's warranty-pay law

BOISE, Id. — Chrysler Corp. has filed a suit challenging the constitutionality of Idaho's recently passed warranty repayment law, according to Bob Henderlider, executive vice president, Idaho Automobile Dealers Assn.

The law took effect July 1. It stipulates (Automotive News, June 8) that auto manufacturers must compensate Idaho dealers for warranty-covered repairs and service on customers' vehicles at the same rate as for work not covered by warranty.

Kenneth McClure, Idaho assistant attorney general said no briefs have been filed. He said he does not expect the case to come to trial before February.

He said the outcome of the case, and final judgment, probably would not be known until late next year.

Chevrolet for Ward

QUINCY, Ill.—E. Buford Ward has opened Buford Ward Chevrolet, Inc., here.

Auto output in Canada falls to 14-year low for October

Canadian auto production in October was the lowest for the month in 14 years, and the total fell 32.66 percent below the comparable month last year as a result of extended changeover schedules.

The auto makers completed 59,483 units in October, down from 88,333 last year, and the lowest output for the month since 1967 when only 57,509 cars were assembled.

Truck production totaled 42,685 units in October, a drop of 23.70 percent from 55,943 in the comparable 1980 month, and the lowest output for October since the 1976 total of 33,325.

Last week's car production was estimated at 14,923 units, down 2.20 percent from 15,258 in the previous week, and a 30.76 percent decline from 21,554 in the comparable 1980 week.

Year-to-date car output is 693,480 units, down 2.70 percent from 712,751 in the comparable period last year.

Truck production last week was targeted at 8,065 units, down 23.52 percent from 10,545 the previous week and down 40.87 percent from 13,640 in the comparable 1980 week.

Downtime was scheduled last week for the second shift at General Motors' Oakville car assembly point.

Also down last week at GM was the Oshawa (No. 2) car facility. The plant, idle since Aug. 6 for changeover, is slated to resume production tomorrow (Nov. 10), due to downtime at all Canadian assembly points Monday, Nov. 9 in observance of the Rememberance Day holiday.

Ford Motor's St. Thomas car plant, idle since Aug. 31 for changeover/inventory control, is slated to resume production today.

Ford Motor's Ontario truck facility is scheduled to resume operations today. The plant was idle last week for inventory adjustment.

According to Chrysler Canada, tentative plans have been made to return to two-shift operations at the Windsor car facility due to an upturn in sales of the '82 New Yorker. The plant, which added a second shift last June 1, dropped to one-shift operations Oct. 12, decreasing line speed from 560 per day on two shifts, to 400 per day on one shift.

The second shift is slated to return Nov. 30 with line speed being upped to an estimated 600 units per day.

Also at Chrysler, Saturday overtime was scheduled last week at the Windsor car plant for the first time in over a year.

Truck production for October is lowest since 1970

Domestic truck production in October was the lowest output for the month since 1970, and the total fell 17.99 percent below the comparable 1980 month.

The truck makers completed 147,531 units last month, down from 179,888 in October of last year, and the lowest total for the month since 1970 when only 108,344 were built. General Motors was idle the entire month in 1970 because of a strike.

Last week's truck production was targeted at 27,101 units, down 18.86 percent from 33,399 in the previous week, and down 36.95 percent from 42,983 in the comparable week last year.

International Harvester's Ft. Wayne and Springfield assembly points both idled for inventory control since Oct. 26, will resume operations today (Nov. 9).

Also slated to return today is American Motors' Toledo (Jeep) facility. The point was idle last week for inventory adjustments.

Ford Motor's Norfolk facility, also idle last week for inventory control, is scheduled to resume today.

Chrysler Corp.'s Belvidere (car) assembly point will remain idle this week as the facility continues to undergo conversion for the addition of the company's front-wheel-drive pickups. The point closed Oct. 26 and is slated to return Nov. 16 with assembly of both cars and pickups.

U. S. CAR PRODUCTION

	Week Ended Nov. 7, 1981	Week Ended Nov. 8, 1980	Week Ended Oct. 31, 1981	Oct. Total	Jan. 1 to Nov. 8, 1980	Jan. 1 to Nov. 7, 1981
AMERICAN MOTORS	.....	3,275*	3,000*	9,278	143,238*	104,572*
AMX	.....	.....	.....	.....	.....	.....
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
Pacer	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	11,600	22,600	11,740	67,354	535,663	680,027
Plymouth Total	4,200	11,800	3,894	23,356	246,219	337,529
Horizon	.....	3,200	.....	7,866	136,420	127,414
Reliant	4,200	8,500	3,894	15,690	38,901	200,528
Volare	.....	.....	.....	.....	51,735	.....
Caravelle	.....	100	.....	.....	5,404	2,139
Gran Fury	.....	.....	.....	.....	13,759	7,448
Chrysler Total	3,000	1,400	3,186	15,434	69,105	44,799
LeBaron	3,000	1,400	3,186	15,434	52,400	39,937
Chrysler	.....	.....	.....	.....	16,705	4,862
Dodge Total	4,400	9,400	4,660	28,564	220,339	297,699
Omni	.....	2,800	.....	10,079	114,383	114,213
Aspen	.....	.....	.....	.....	36,881	.....
Aries	3,300	6,000	3,270	13,294	30,726	158,508
Diplomat	.....	600	.....	.....	26,080	12,644
Dodge 400	1,100	.....	1,390	5,191	.....	8,652
St. Regis	.....	.....	.....	.....	12,269	3,682
FORD MOTOR	10,971	33,132	30,347	123,620	1,070,918	1,197,712
Ford Division	5,059	22,653	20,356	83,052	768,959	814,492
Escort	3,797	7,942	7,627	39,448	49,687	324,893
Pinto	.....	.....	.....	.....	68,179	.....
Fairmont	625	2,763	3,927	12,242	179,957	160,760
Must./Must. II	.....	5,381	3,920	9,716	203,098	136,947
Granada	637	4,551	3,934	15,470	89,365	91,367
T-Bird	.....	.....	1,248	5,292	100,561	58,437
Ford	.....	2,016	.....	.....	78,112	40,886
EXP	.....	.....	.....	884	.....	1,202
L-M Division	5,912	10,479	9,991	40,568	301,959	383,220
Mercury Total	3,850	8,615	7,595	31,430	261,092	326,763
Bobcat	.....	.....	.....	.....	12,445	.....
Lynx	1,483	2,717	1,890	10,112	16,632	108,911
Capri	.....	1,675	1,299	2,907	58,074	44,951
Zephyr	132	1,077	716	2,694	58,389	46,351
Cougar	616	.....	1,658	6,107	16,445	41,649
XR-7	.....	1,854	384	1,857	52,702	27,321
Mercury	1,619	1,292	1,648	7,239	46,315	56,923
LN7	.....	.....	.....	514	.....	657
Lincoln Total	2,062	1,864	2,396	9,138	40,867	56,457
Continental ('82)	1,031	.....	1,198	4,569	.....	8,511
Lincoln	633	847	768	2,795	16,709	24,212
Mark VI	398	1,017	430	1,774	22,292	23,734
Versailles	.....	.....	.....	.....	1,866	.....
GENERAL MOTORS	89,913	93,751	68,871	315,942	3,494,328	3,504,066
Buick Division	18,767	18,511	15,890	75,364	657,053	779,572
Skylark	6,350	5,381	6,165	23,852	184,227	242,802
Skyhawk J	.....	.....	.....	.....	.....	.....
Century	1,827	3,080	1,159	3,156	141,902	91,901
Regal	4,940	4,910	4,827	24,949	171,099	233,833
Buick	3,900	4,100	3,709	18,086	123,312	151,482
Riviera	1,750	1,040	.....	5,321	36,513	59,554
Cadillac Division	4,862	4,609	1,286	19,901	167,957	227,063
Cimarron	429	.....	.....	3,133	.....	21,164
Seville	320	640	.....	2,521	29,057	21,459
Eldorado	1,165	1,245	.....	3,715	45,564	50,771
Cadillac	2,948	2,724	1,286	10,532	93,336	133,669
Chevrolet Division	34,703	39,345	24,486	109,734	1,494,399	1,287,507
Chevette	9,553	9,280	7,251	32,536	397,387	309,821
Cavalier	8,256	.....	3,948	23,269	.....	113,099
Celebrity	2,696	.....	1,001	1,519	.....	4,215
Monza ('80)	.....	2,760	.....	.....	140,495	.....
Camaro	733	2,420	80	80	102,603	88,507
Citation	5,685	9,530	5,221	1,536	389,628	276,605
Malibu	3,754	6,570	3,976	17,011	225,030	203,462
Monte Carlo	2,656	3,575	2,438	10,971	100,691	121,612
Chevrolet	500	4,190	481	6,774	101,615	144,055
Corvette	870	1,000	90	2,213	37,550	26,131
Oldsmobile Division	16,516	18,831	14,361	67,494	675,317	745,782
Omega	2,490	2,768	2,562	10,943	94,611	125,403
Cutlass	4,800	9,842	4,853	21,302	325,388	332,020
Ciera	2,721	.....	1,726	4,508	.....	7,248
Oldsmobile	5,260	5,399	5,220	27,268	192,984	242,530
Toronado	1,245	822	.....	3,473	67,334	38,581
Pontiac Division	14,165	12,455	12,848	43,449	499,602	464,142
Acadiant †	200	315	174	328	17,267	16,983
J2000	3,499	.....	2,939	10,926	.....	69,921
Sunbird ('80)	.....	3,620	.....	.....	135,773	.....
T1000	2,654	.....	2,131	6,661	.....	80,309
Firebird	387	1,660	51	51	68,990	43,906
Phoenix	1,875	2,880	1,968	5,771	115,582	88,918
Grand Prix	2,133	1,925	1,975	7,662	61,038	87,422
Bonneville ('82)	2,133	.....	2,039	7,621	.....	18,881
A6000	1,284	.....	1,571	4,429	.....	5,711
LeMans	.....	1,815	.....	.....	53,124	42,027
Pontiac	.....	240	.....	.....	47,828	10,064
VOLKSWAGEN	4,112	4,550	4,059	18,198	166,045	150,237
CHECKER	100*	86*	100*	440	2,698	1,869*
Total Cars, U. S.	115,796	157,394	118,117	534,832	5,412,890	5,638,483

TRUCK PRODUCTION IN U. S.†

	Week Ended Nov. 7, 1981	Week Ended Nov. 8, 1980	Week Ended Oct. 31, 1981	Oct. Total	Jan. 1 to Nov. 8, 1980	Jan. 1 to Nov. 7, 1981
CHEVROLET	8,046	14,204	8,214	38,687	393,838	409,201
DODGE	2,000	3,100	2,033	8,848	108,852	81,094
FORD	10,801	15,737	16,018	63,032	498,066	562,690
GMC	4,216	5,857	3,606	17,043	126,601	149,403
INTERNATIONAL	.....	600	.....	5,231	55,305	60,646
MACK	588	650	578	2,594	23,428	35,201
JEEP	.....	460	.....	.....	20,049	.....
AM CORP.	.....	1,740*	1,500*	5,716	69,161	79,688
MISCELLANEOUS	50*	85*	50*	220*	7,531	3,286*
VOLKSWAGEN	1,400*	550*	1,400*	6,160*	33,675	58,520*
Total Trucks, U. S.	27,101	42,983	33,399	147,531	1,336,506	1,439,729

CANADIAN TRUCK PRODUCTION

	Week Ended Nov. 7, 1981	Week Ended Nov. 8, 1980	Week Ended Oct. 31, 1981	Oct. Total	Jan. 1 to Nov. 8, 1980	Jan. 1 to Nov. 7, 1981
CHRYSLER CORP.	2,000	1,579	2,128	7,682	44,288	72,479
FORD MOTOR	360	4,925	2,699	8,385	155,412	119,591
GENERAL MOTORS	5,470	6,801	5,451	25,620	202,264	234,238
AMERICAN MOTORS	.....	.....	.....	.....	11,823	.....
INTERNATIONAL	235	295	267	998	13,887	9,907
MACK	.....	40	.....	.....	1,819	.....
Total Trucks, Canada	8,065	13,640	10,545	42,685	429,493	436,215
N. American Trucks	35,166	56,623	43,944	190,216	1,765,999	1,875,944

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.
AM General will no longer be figured in with North American trucks.

CANADIAN CAR PRODUCTION

	Week Ended Nov. 7, 1981	Week Ended Nov. 8, 1980	Week Ended Oct. 31, 1981	Oct. Total	Jan. 1 to Nov. 8, 1980	Jan. 1 to Nov. 7, 1981
AMERICAN MOTORS	928	625*	794	2,930	625	29,618
CHRYSLER CORP.	2,000	1,498	1,871	5,688	63,948	53,776
FORD MOTOR	3,770	6,306	3,543	13,516	218,553	183,342
GENERAL MOTORS	8,000	12,877	8,825	36,404	421,132	417,814
VOLVO	225	248	225	945	8,493	8,930
Total Cars, Canada	14,923	21,554	15,258	59,483	712,751	693,480
N. American Cars	130,719	178,948	133,375	594,315	6,229,991	6,331,963
N. American Trucks	35,166	56,623	43,944	190,216	1,765,999	1,875,944
North American Cars and Trucks	165,885	235,571	177,319	784,531	7,995,990	8,207,907

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.